

Salesforce Sales-Admn-202 Simulationsfragen & Sales-Admn-202 Schulungsunterlagen



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Um Ihre Salesforce Sales-Admn-202 Zertifizierungsprüfungen reibungslos erfolgreich zu meistern, brauchen Sie nur unsere Prüfungsfragen und Antworten zu Salesforce Sales-Admn-202 Dumps (Salesforce Certified CPQ Administrator) auswendigzulernen. Viel Erfolg!

Salesforce Sales-Admn-202 Prüfungsplan:

Thema	Einzelheiten
Thema 1	Quote Templates: This section of the exam measures skills of Salesforce Consultants and covers setting up Quote Templates that align with business requirements. It involves configuring layouts and components to generate professional quotes.
Thema 2	Approvals: This section of the exam measures skills of Salesforce Consultants and covers selecting and setting up native or Advanced Approvals. It ensures that approval processes meet business needs and align with quoting workflows.
Thema 3	Bundle Configurations: This section of the exam measures skills of Salesforce Consultants and covers setting up bundle structures to meet various business requirements. It evaluates the ability to configure Product Rules that ensure bundles work properly according to defined processes.
Thema 4	Orders, Contracts, Amendments, and Renewals: This section of the exam measures skills of Salesforce Consultants and covers understanding the data required for generating Orders and Contracts. It also involves creating renewal and amendment quotes, and deciding when to use Orders, Contracts, Subscriptions, and Assets to satisfy customer and business processes.

Thema 5	• Product Selection: This section of the exam measures skills of Salesforce Administrators and covers enabling product selection through tools like Search Filters, field sets, and Custom Actions. It ensures that users can easily find and configure products to match business needs.
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Salesforce Certified CPQ Administrator Sales-Admn-202 Prüfungsfragen mit Lösungen (Q33-Q38):

33. Frage

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

- **A. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.**
- B. Remove the Subscription flag from the Product's Search Results Field Set.
- C. Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.
- D. Remove the Subscription flag from the Product's Search Filters Field Set.

Antwort: A

Begründung:

Requirement Overview:

* Restrict sales reps to only selecting subscription Products when using the Add Subscriptions Custom Action.

Solution Details:

* The Search Filter for the Add Subscriptions action should include only subscription Products.

* Setting the Filter Value to Hidden ensures that only Products matching the filter criteria are displayed.

Steps to Configure:

* Navigate to the Search Filter related to the Add Subscriptions action.

* Set the Filter Value to True.

* Mark the Hidden checkbox to restrict visibility to subscription Products.

Validation:

* Test the Custom Action to confirm that only subscription Products are visible.

34. Frage

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
- B. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
- C. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- **D. Set Next Automated Approver Determined By to Manager on the Approval Process.**

Antwort: D

Begründung:

Requirement Overview:

* Assign generated Approval requests to the user's direct manager.

Solution:

* Salesforce CPQ's Advanced Approvals package includes the setting Next Automated Approver Determined By, which allows Approvals to be routed automatically to the user's manager.

Steps to Configure:

* Navigate to the Approval Process.

* Set Next Automated Approver Determined By to Manager.

* Save and test the Approval process to ensure it correctly assigns to the manager.

35. Frage

The admin at Universal Containers has a group of Price Rules with Lookup Queries that references a new Rental Rates object. After testing to confirm the Price Rules produce the expected behavior, the Price Rules are ready to be deployed to Production. In which order should the admin deploy Price Rules with Lookup Queries to align with best practices?

- A. Price Rules, Rental Rates, Lookup Queries, Price Actions, Price Conditions
- B. Price Rules, Price Conditions, Rental Rates, Lookup Queries, Price Actions
- **C. Rental Rates, Price Rules, Price Conditions, Lookup Queries, Price Actions**
- D. Rental Rates, Lookup Queries, Price Rules, Price Conditions, Price Actions

Antwort: C

Begründung:

Requirement:

* Deploy Price Rules with Lookup Queries that reference a new Rental Rates object.

Best Practices for Deployment Order:

* Step 1: Rental Rates: Deploy the object and data it references first to ensure lookup data is available.

* Step 2: Price Rules: Deploy Price Rules to establish the logic governing pricing calculations.

* Step 3: Price Conditions: These evaluate criteria for the rules to execute.

* Step 4: Lookup Queries: Queries must reference both the object and conditions, so deploy them after both.

* Step 5: Price Actions: Set last to ensure that the actions triggered by the rules execute correctly.

Why Other Options Are Incorrect:

* A, B, D: Deploying Lookup Queries or Price Actions before Rental Rates or Price Rules may cause execution errors due to missing references.

Salesforce CPQ Reference:

* Best practices for deploying CPQ Price Rules and Lookup Queries are detailed in Salesforce documentation .

36. Frage

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date. Which date will CPQ use to calculate the prorate multiplier?

- A. The latest date
- B. The Quote date
- **C. The Quote Line date**
- D. The earliest date

Antwort: C

Begründung:

Requirement:

* Calculate the prorate multiplier when a subscription product's End Date differs from the Quote's End Date.

Solution:

* CPQ uses the Quote Line date (specific to the subscription product) to calculate the prorate multiplier.

This ensures alignment with the subscription term.

Why Other Options Are Incorrect:

* A & D: Earliest or latest dates do not determine prorate multipliers.

* B: The Quote date applies to the Quote as a whole, not individual subscription products.

Salesforce CPQ Reference:

* Prorate multiplier calculations are outlined in Subscription Management Guidelines .

The order of precedence for evaluating subscription dates is as follows (1) Quote Line, (2) Quote Line Group, and (3) Quote
<https://help.salesforce.com/s/articleView?id=000383503&type=1>

37. Frage

When Product A is Added to a Primary Quote, sales reps can view the Quote Line and make adjustments.

However, an Opportunity Line Item is missing for Product A after the Primary Quote has been saved.

What are two possible causes for this behavior?

Choose 2 answers

- A. Product A has "Hidden" set to TRUE.
- B. Product A has "Exclude From Opportunity" set to TRUE.
- C. Product A has "Component" set to TRUE.
- D. Product A has "Optional" set to TRUE.

Antwort: A,C

Begründung:

Cause Analysis:

* Hidden = TRUE: Products marked as hidden do not appear in the Opportunity Line Item after saving the Quote.

* Component = TRUE: Products flagged as components are part of a bundle and are not directly added as standalone Opportunity Line Items.

Key Settings:

* These configurations are commonly used for internal or auxiliary products within a bundle or restricted products.

Salesforce CPQ Reference:

* The behavior is explained under Product Configuration and Quote Mapping .

38. Frage

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